

It's 'seller beware'—before selling your rarities

By Roger Boye

PERSONS who are cheated when selling rare coins to a dealer must take partial blame for the fraud.

If you're selling rare coins to a dealer, then know their value. As stated here before, the value of a rare coin can be determined in several

relatively easy ways. Because of the many Chicagoans who say they have been "taken" recently by a Detroit coin buyer, these guides in selling coins are reviewed:

- Check a coin book or periodical to help you identify the coin and determine its value. Two of the most popular coin books are "A Guide

Book of United States Coins" [the Red Book] and "Handbook of United States Coins" [the Blue Book]. Both are by R. S. Yeoman.

- Check "coins wanted" ads in a coin periodical or occasionally in the daily press. The ads are a good way to gauge current "whole-

sale" market values.

- Consider placing your own "coins for sale" ad in a coin magazine or general newspaper, or placing a list of coins you have for sale in a public place. [List only your phone number; coin thefts are common.]

- Have a coin collecting

friend examine your coins to estimate their value. Or, take your coins to two or three coin dealers to get appraisals.

If you have a small number of coins, most dealers will be happy to appraise them or make you an offer to buy them. Some dealers may charge 5 or 10 per cent of

appraised value to examine coins in larger quantities.

At any rate, shop around when trying to sell rare coins. The person who has no idea of the value of his coins, or takes the coins to one dealer only, and without any idea of the dealer's ethics, sells the coins . . . that person is asking to be "taken."